



Print Form

Sole Source Justification (Reference Article 6, Procurement Source Selection Methods and Contract Awards, § 1-10-56 SOLE SOURCE PROCUREMENT)

Vendor: Lord and Company Inc. E-Verify Number: 153331

Commodity: Firewall hardware and Network Inter

Estimated annual expenditure for the above commodity or service: \$ 42,503.81

Initial all entries below that apply to the proposed purchase. Attach a memorandum containing complete justification and support documentation as directed in initialed entry. (More than one entry will apply to most sole source products/services requested).

1. SOLE SOURCE REQUEST IS FOR THE ORIGINAL MANUFACTURER OR PROVIDER, THERE ARE NO REGIONAL DISTRIBUTORS. (Attach the manufacturer's written certification that no regional distributors exist. Item no. 4 also must be completed.)
2. SOLE SOURCE REQUEST IS FOR ONLY THE AUGUSTA GEORGIA AREA DISTRIBUTOR OF THE ORIGINAL MANUFACTURER OR PROVIDER. (Attach the manufacturer's — not the distributor's — written certification that identifies all regional distributors. Item no. 4 also must be completed.)
3. THE PARTS/EQUIPMENT ARE NOT INTERCHANGEABLE WITH SIMILAR PARTS OF ANOTHER MANUFACTURER. (Explain in separate memorandum.)
- x 4. THIS IS THE ONLY KNOWN ITEM OR SERVICE THAT WILL MEET THE SPECIALIZED NEEDS OF THIS DEPARTMENT OR PERFORM THE INTENDED FUNCTION. (Attach memorandum with details of specialized function or application.)
5. THE PARTS/EQUIPMENT ARE REQUIRED FROM THIS SOURCE TO PERMIT STANDARDIZATION. (Attach memorandum describing basis for standardization request.)
6. NONE OF THE ABOVE APPLY. A DETAILED EXPLANATION AND JUSTIFICATION FOR THIS SOLE SOURCE REQUEST IS CONTAINED IN ATTACHED MEMORANDUM.

The undersigned requests that competitive procurement be waived and that the vendor identified as the supplier of the service or material described in this sole source justification be authorized as a sole source for the service or material.

Name: Stephen Orton Department: 4416 Date: 6/25/2026

Department Head Signature: Frank W Byne Date: 26Jun26

Approval Authority: Andy Penick Date:

Administrator Approval: (required – not required) Date:

COMMENTS: Requires Commission Approval



UTILITIES DEPARTMENT

Wes Byne, P.E.
Director

TO: Andy Penick
Director, Procurement Department

THRU: Wes Byne, P.E.
Director, Utilities Department

FWB

FROM: Stephen Orton P.E.

CC:

DATE: 6/25/2026

SUBJECT: JUSTIFICATION FOR SOLE SOURCE

This request is to procure the hardware necessary to upgrade the Supervisory Control and Data Acquisition (SCADA) system to meet current cybersecurity requirements and strengthen the security and reliability of the utility's critical infrastructure.

Lord & Company is uniquely qualified to provide the required hardware and integration services due to its extensive knowledge of the existing SCADA system architecture, network configuration, and operational requirements. Having served as the system integrator for the existing SCADA environment, Lord & Company possesses the institutional knowledge necessary to implement these upgrades efficiently while minimizing operational risk and system downtime.

Additionally, Lord & Company is an authorized Fortinet partner with the technical expertise required to properly configure and deploy the cybersecurity hardware in accordance with industry best practices. Their familiarity with both the existing SCADA environment and the Fortinet platform ensures that the new equipment will be integrated without compromising system performance or security.

Because this project involves the security architecture of a critical water utility, limiting access to detailed SCADA network information is an important cybersecurity consideration. Soliciting multiple vendors would require the disclosure of sensitive network topology, system configurations, and security architecture to organizations that have no ongoing responsibility for



UTILITIES DEPARTMENT

Wes Byne, P.E.
Director

the operation or protection of the system. Restricting this information to the trusted system integrator with an established working relationship reduces cybersecurity risk and aligns with the utility's responsibility to safeguard critical infrastructure.

For these reasons, procuring the required hardware and services through Lord & Company is in the best interest of the utility. Their unique combination of system knowledge, cybersecurity expertise, and Fortinet partnership cannot be readily duplicated by another vendor without increasing project risk, implementation time, and unnecessary exposure of sensitive SCADA system information.

Thank You Stephen Orton



2100 Carolina Place Drive; Fort Mill, SC 29708
Tel: (803) 802- 0060 Fax: (803) 802- 0070

Website: www.lordandcompany.com



L&C Quotation Offer Number LCQQ10874

Date: 6/23/2026

To: Larry Sprowls
Augusta Utilities

Email: lsprows@augustaga.gov

Augusta,

Subject: Augusta Utilities Fortinet Equipment
L&C Quotation Offer Number LCQQ10874

“ A FULL SERVICE INSTRUMENTATION & CONTROLS COMPANY ”

Larry:

We are pleased to present our quotation for the equipment as requested .

We appreciate the opportunity to meet your instrumentation and control needs for this project and give your company a firsthand experience of working with Lord & Company. We are certain that we will prove our excellent reputation of 44 years for quality equipment, timely services, and experienced engineers.

Equipment

Item	Quantity	Manufacturer/Model/Description	Net	Extended
1	4	Fortinet FG-80F-BDL-950-60 FortiGate-80F w/ 5 Year FortiCare Premium and FortiGuard Unified Threat Protection (UTP)	5,500.79	22,003.16
2	2	Fortinet FC1-10-AZVMS-465-01-60 FortiAnalyzer - VM Subscription License with Support 5 Year Subscription - 5GB/Day Central Logging & Analytics.	6,000.84	12,001.69
3	5	Fortinet FS-224E-POE Gigabit Ethernet Switch Layer 2/3 FortiGate switch Controller with 24 x GE RJ45 Ports, 4 x GE SFP	1,026.99	5,134.95
4	5	Fortinet FC-10-W0301-247-02-60 FortiSwitch-224E-POE 5 Year FortiCare Premium Support	592.50	2,962.50
5	6	Fortinet FN-TRAN-SX SFP transceiver module - 1Gbps - MM	66.92	401.51
TOTAL				42,503.81

Warranty Equipment manufacturer's standard warranty and terms apply .

Notes Unless specifically set forth in the scope of this proposal, this offer does not include:
Installation
Wire termination's
TVSS enclosures

Estimated Delivery 2 to 3 weeks weeks after release receipt of the purchase order.



Terms Monthly progress payments for milestones, design, material shipments, startup, etc.; Net 30 days after date of invoice. A 1 1/2% monthly interest charge shall apply to all invoices over 15 days past due. No statement or condition contained in any order submitted by Buyer which modifies, adds to, is different from or inconsistent with any item or condition of this Quotation shall be binding on the Seller unless the Seller shall have expressly consented in writing to such statement or condition. Reference this Quotation number on all correspondence concerning this project, including purchase orders and/or contracts.

Freight Shipment is F.O.B. factory - Freight to be prepaid and added.

Taxes SALES TAXES ARE NOT INCLUDED IN THE ABOVE PRICE.

Credit Card Accessed fee of 1.5% for credit card purchases.

Expiration This quote is valid for forty-five (45) calendar days

We sincerely thank you for the opportunity to work with you on this project and hope that you are richly blessed with the Grace of God in your life. If you have any question or concerns pertaining to this scope of work please contact me.

Sincerely,
William Smart
Sales Support Engineer

Lord & Company, Inc.
2100 Carolina Place Dr.
Fort Mill, SC 29708
803-802-0060 x126
803-802-0070 fax
Email: wsmart@lordandcompany.com

AUGUSTA UTILITIES DEPARTMENT IN-HOUSE REQUISITION

CHECK ALL THAT APPLY:

DATE: 6/29/2026

DIVISION: Facilities Maintenance

FUND #: 506043580 5424910

SHIP TO:

2869 Central ave. Augusta, Ga
30909

VENDOR: Lord & Company

ADDRESS: 2100 Carolina Place Drive

PHONE #: Fort Mill, SC 29708

QUOTED BY: (803) 802- 0060

REQUISITION

- ☒ WATER
☐ SEWER
☐ SUPPLIES
☒ SERVICE
☐ EQUIPMENT
☐ TOOLS
☐ SAFETY
☒ OFFICE
☐ CHEMICAL
☐ GASES
☐ REPAIR
☒ MAINTENANCE
☐ LAB
☐ UNIFORM
☒ LIFT STATION
☐ OTHER
☒ IT
☐ SCADA
☐ INVENTORY
☐ BID ITEM
☐ ROUTINE
☐ EMERGENCY
☒ SOLE SOURCE
☐ PREFER ITEM

ITEM #	ITEM DESCRIPTION	QUANTITY	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE
1.	Fortinet FG-80F-BDL-950-	4	5500.79	22003.16		0		0
2.	Fortinet FC1-10-AZVMS-46	2	6000.84	12001.68		0		0
3.	Fortinet FS-224E-POE	5	1026.99	5134.95		0		0
4.	Fortinet FC-10-W0301-247	5	592.50	2962.5		0		0
5.	Fortinet FN-TRAN-SX	6	66.92	401.52		0		0
6.				0		0		0
7.				0		0		0
8.				0		0		0
9.				0		0		0
10.				0		0		0
11.				0		0		0
12.				0		0		0
13.				0		0		0
14.				0		0		0
SHIPPING CHARGES				0		0		0
TOTAL				42503.81		0		0

JUSTIFICATION AND EXPLANATION FOR PURCHASE:

Layer 3 Firewalls and Switches for SCADA upgrade

REQUESTED BY: Larry Spruells

APPROVED BY: Steve Ostrow